

100

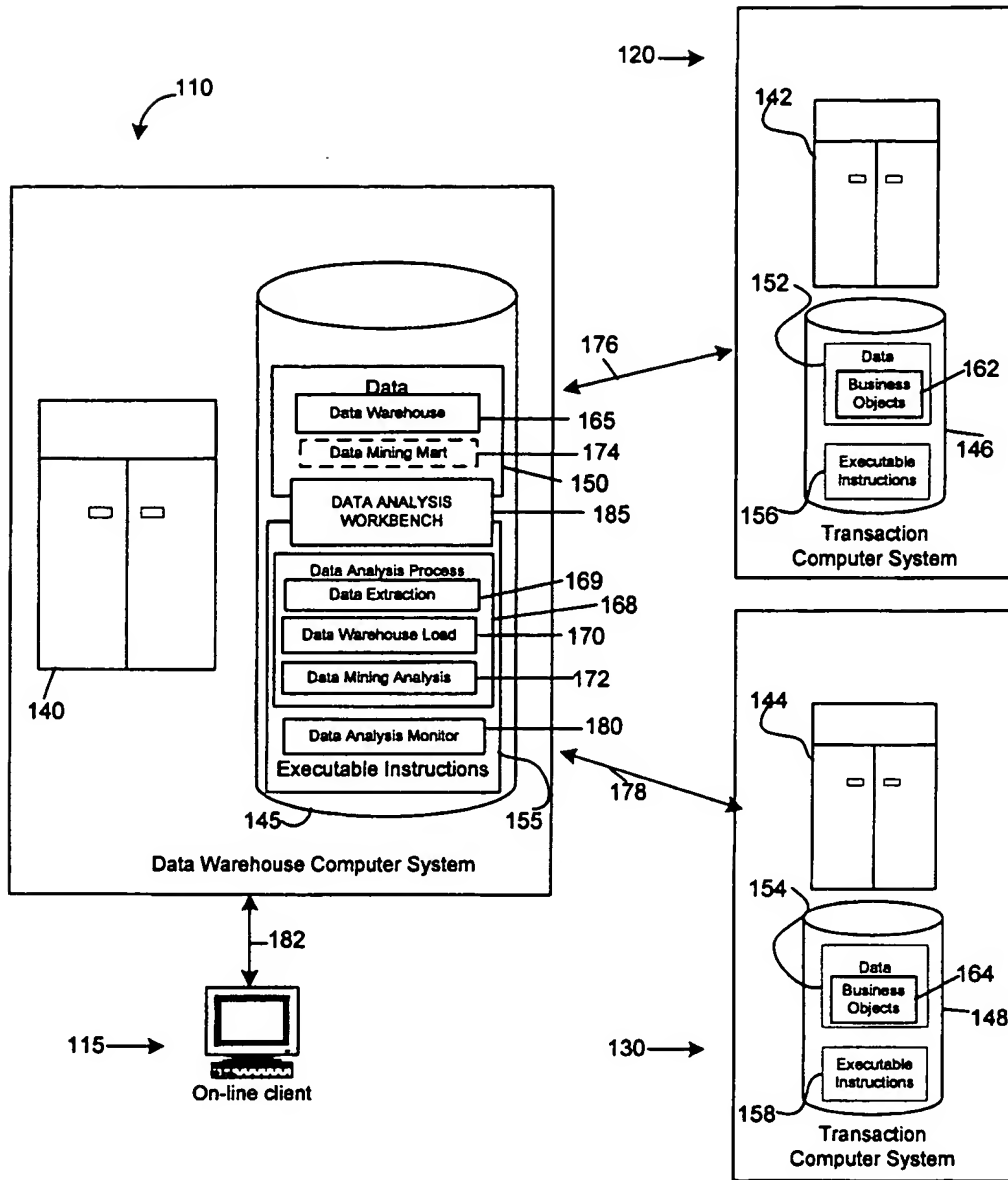


FIG. 1

200

The diagram shows a table with seven columns and four rows of data. Arrows point from numbers 210 through 216 to the column headers. Arrows point from numbers 220 through 223 to the data rows.

Customer Number	Age	First Purchase	Most Recent Purchase	Region	Income Level	Likelihood of Churn
2002-0345	25	01-2002	01-2002	NE	1	80%
1999-8754	45	06-1999	06-2001	SW	2	60%
1997-9575	31	07-1997	07-2003	NE	5	40%
1986-8884	60	09-1986	09-2002	SW	7	20%

FIG. 2

300

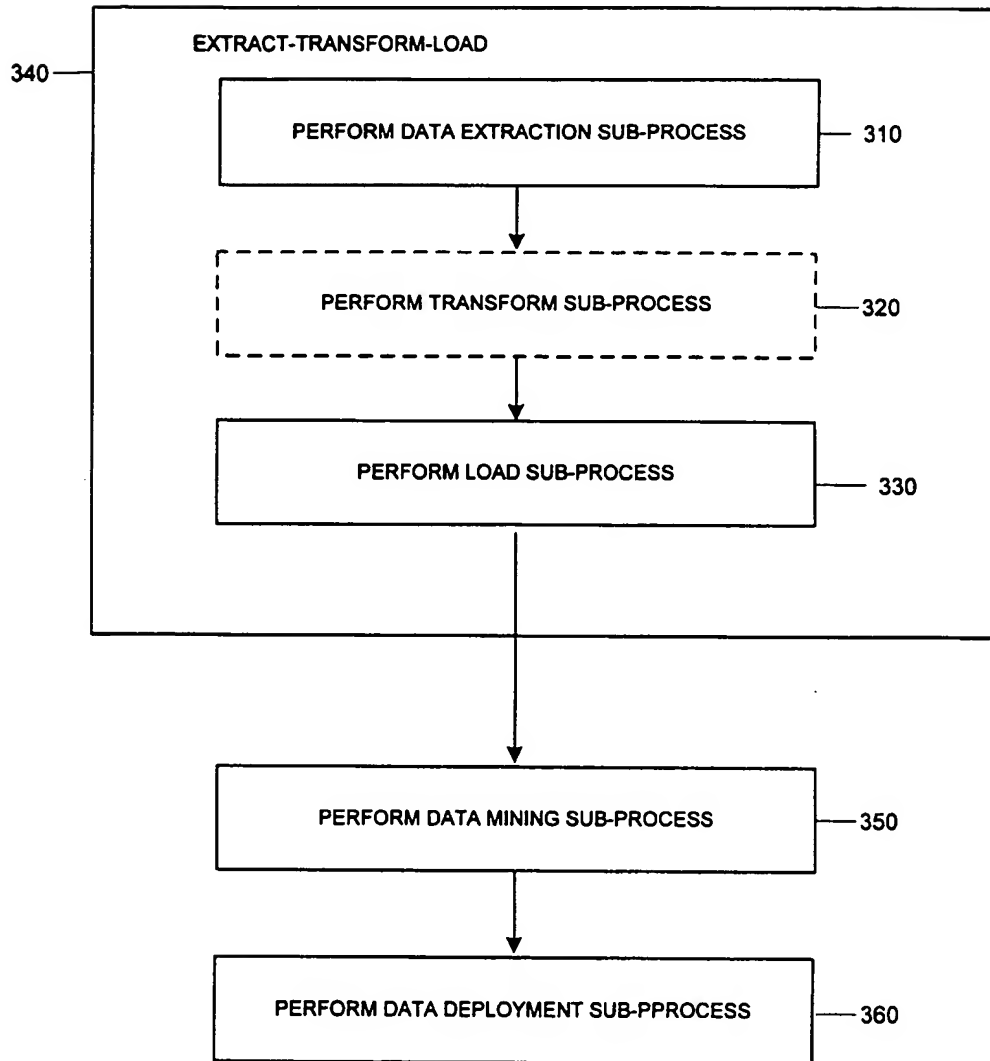


FIG. 3

400

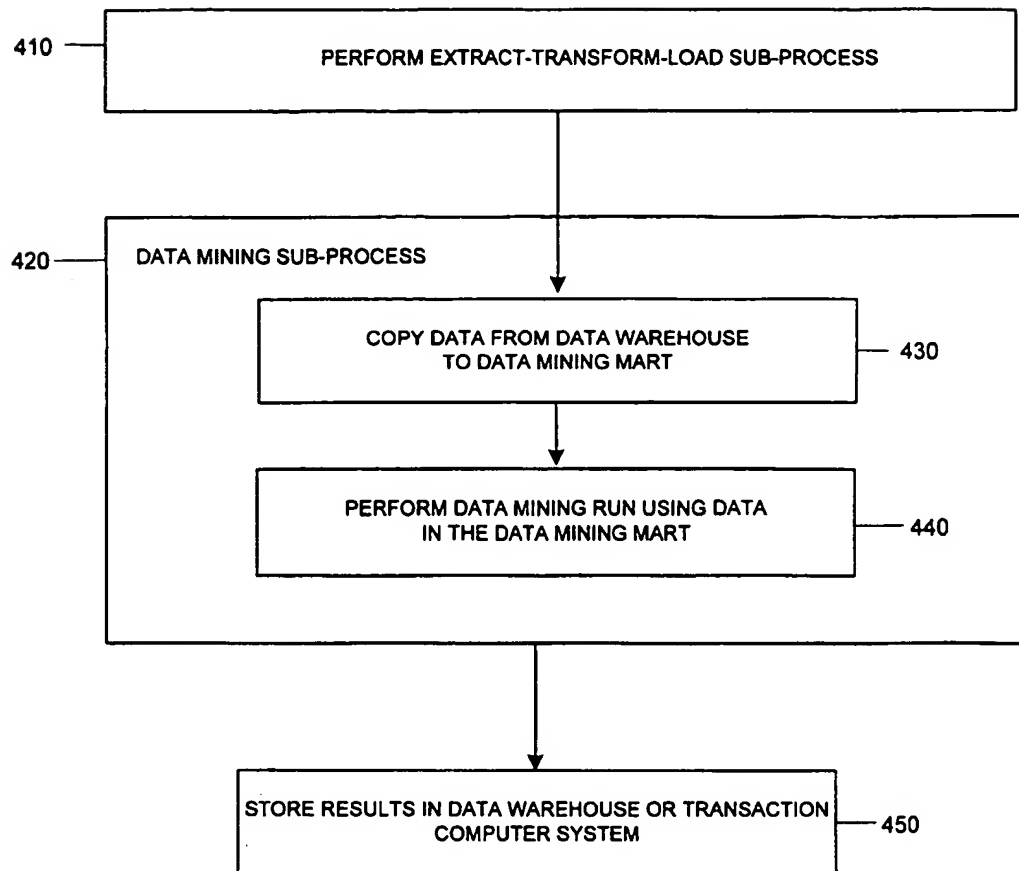


FIG. 4

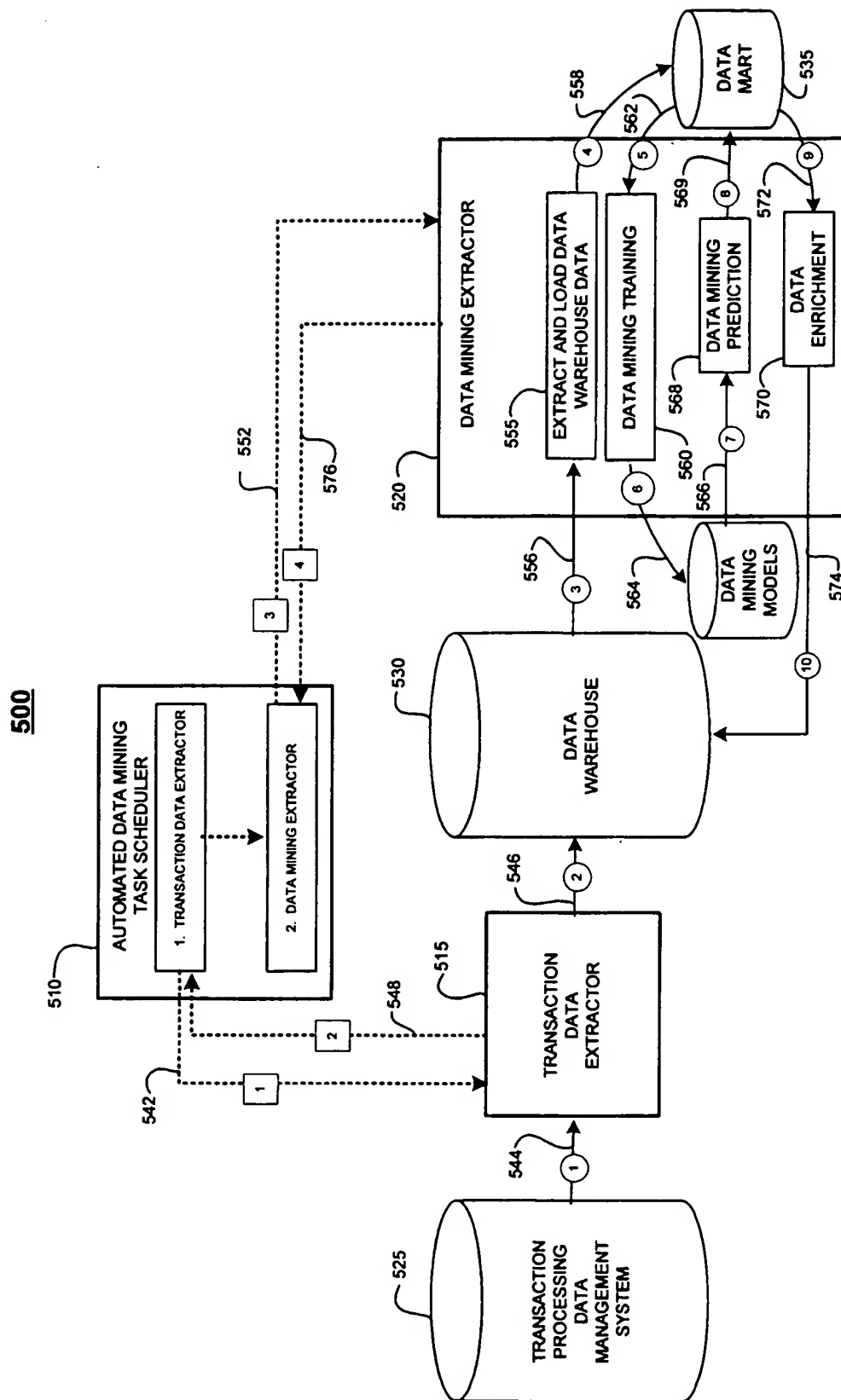
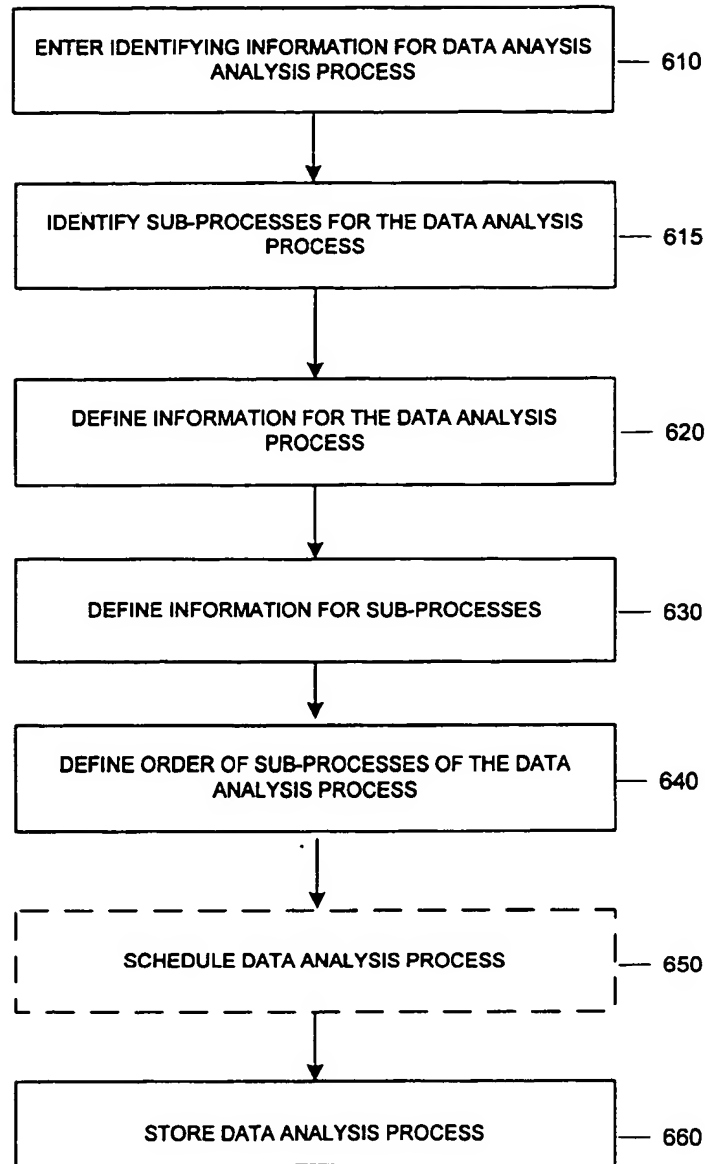


FIG. 5

600



700

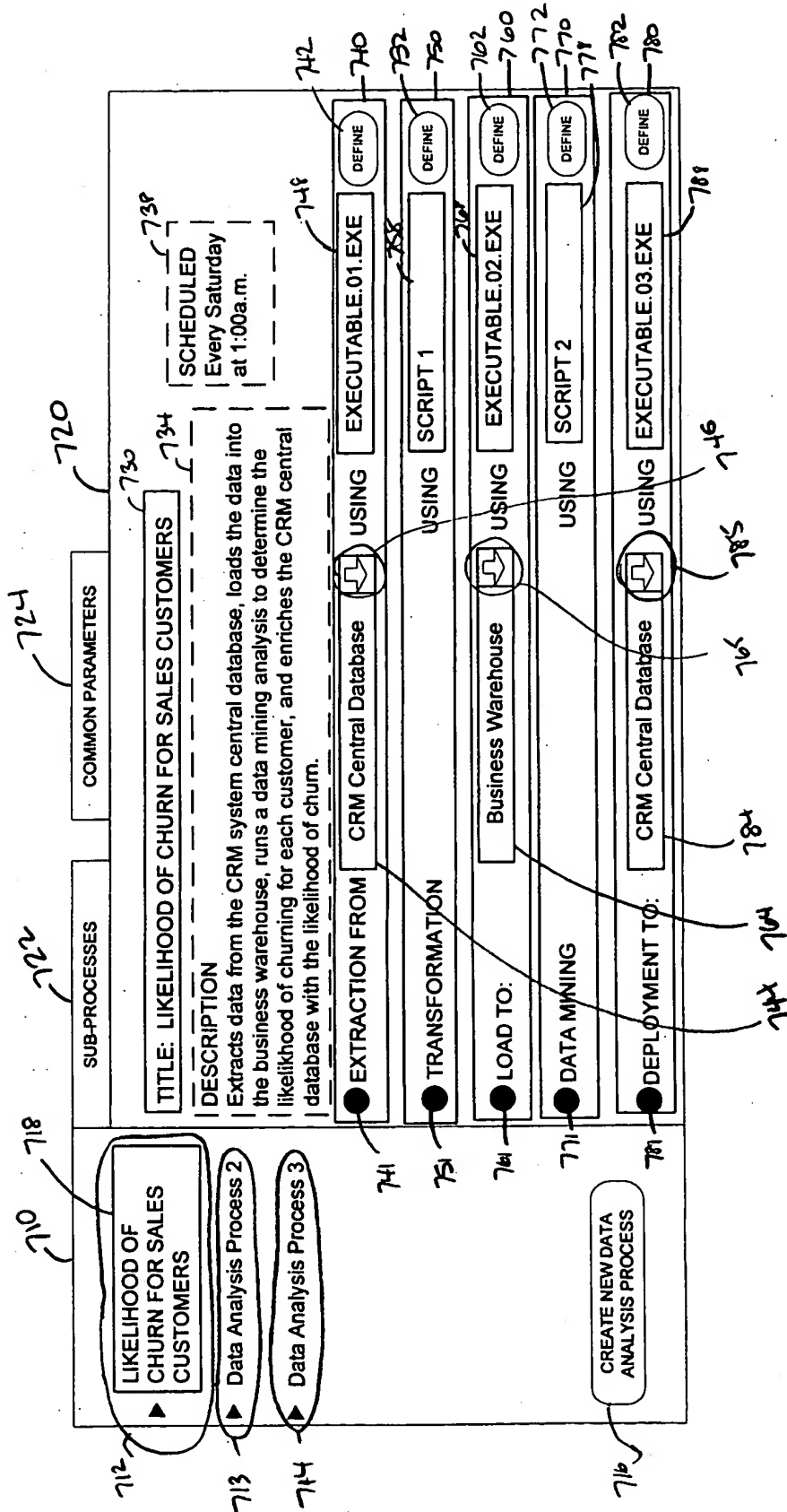


FIG. 7

800

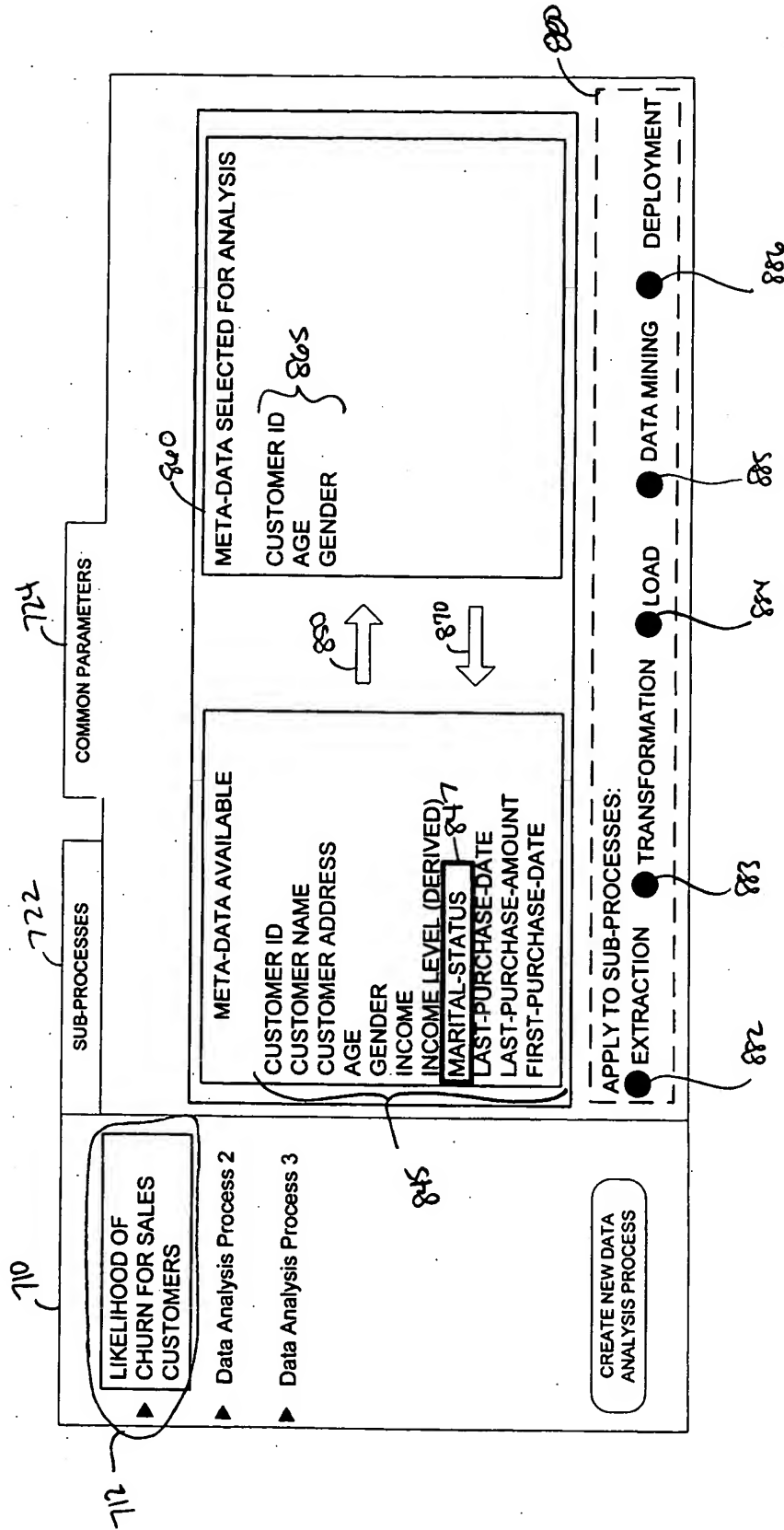


FIG. 8

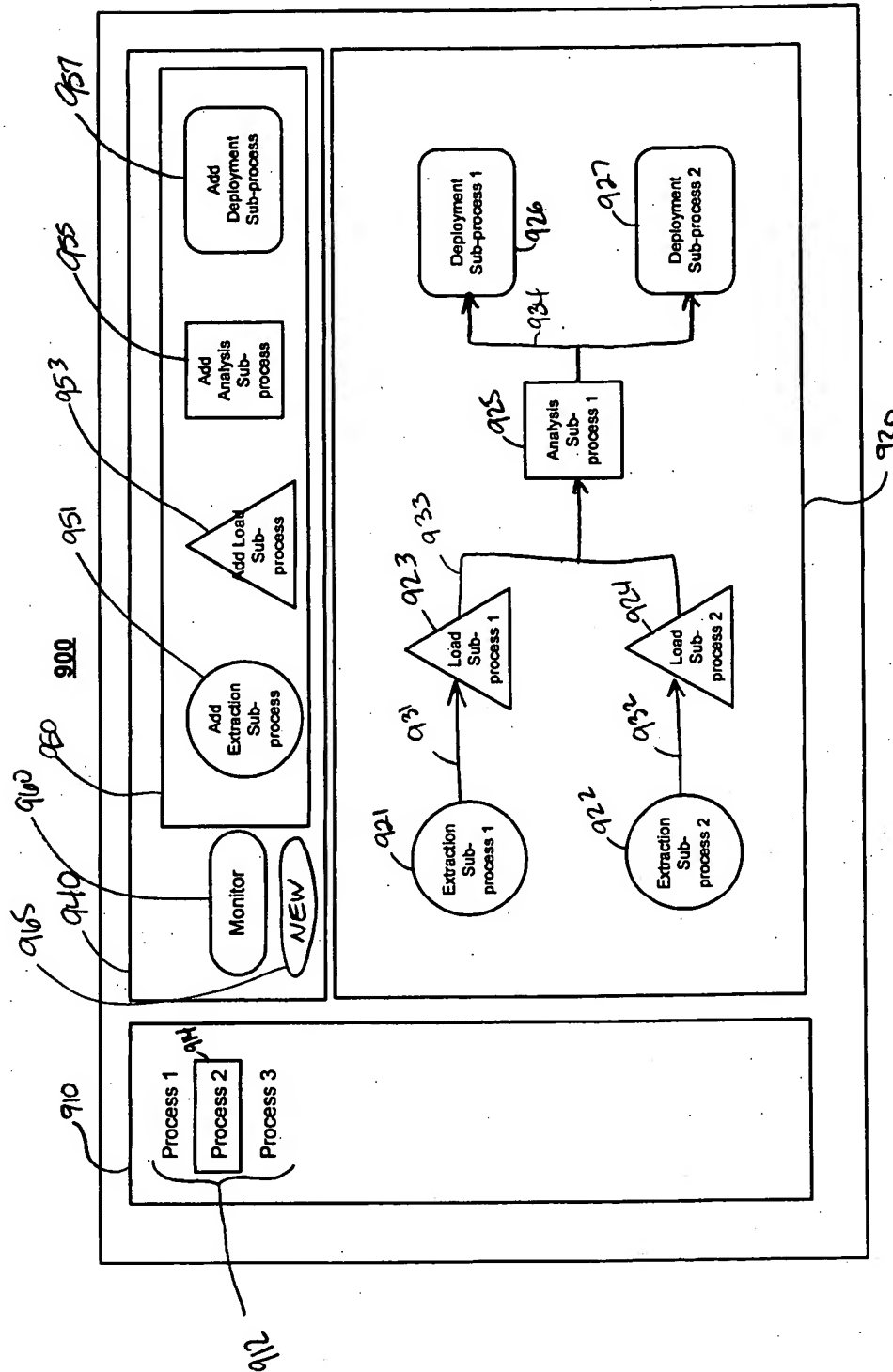


FIG. 9